

TRANSPORTATION CONSULTING

SCHOOL BUS LOGISTICS

Date: January 31, 2023

Version: 1.0

Prepared for: Mountain View-Whisman School District, CA



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1.0 COVER LETTER

January 31, 2023

Mountain View- Whisman School District
Attention: Megan Pohlman- Director of Equity
1400 Montecito Ave
Mountain View, CA 94043

RE: Transportation Consultation

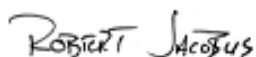
Dear Mrs. Pohlman

As a leading provider of school district transportation consulting since 2010, we believe we are the right choice to support and prepare routes for the Mountain View- Whisman School District community of schools and families. With more than 60 years of combined industry experience, our team has a solid understanding of the needs of school districts looking for support and guidance. We are particularly qualified to perform the work for the following reasons:

1. *Professional Pupil Transportation Consulting Firm* – School Bus Logistics (SBL) has in the past performed similar services either as a consultant or as a district employee. School Bus Logistics has a focus solely around pupil transportation routing and all the challenges and school bus safety can bring to schools and the families they serve.
2. *Experienced Team, Industry Subject Matter Experts, and Strong Leadership* – SBL has assembled a solid team with extensive experience in their respective fields to perform the work. We are confident that we can work with district stakeholders to meet the necessary timelines and objectives.
3. *Demonstrated Superior Performance on Similar School Districts* – SBL has supported hundreds of local and national customers with similar projects. With 21 years of transportation routing operations experience, Rob Jacobus has helped several school districts improve student safety and find cost savings techniques.
4. *Proven Results* – SBL has been known for proposing new routes and for being able to help implement and execute them. Drivers have shared with directors that SBL is helpful, considerate, and knowledgeable when it comes to understanding challenges related to reviewing and revising bus routes.

We appreciate your consideration of our proposal for transportation consultation services and look forward to continuing our dialog with you as we further refine and align our services to meet the communities' needs.

Sincerely,



Robert Jacobus
School Bus Logistics – President & CEO



2.0 EXECUTIVE SUMMARY

Within this proposal, School Bus Logistics (SBL) has articulated how we have aligned our solution to address the needs of Mountain View- Whisman School District to include the people, processes, and technology necessary to enable the successful implementation and ongoing support of student transportation consulting services.

Our team believes that the solution we have proposed is able to meet and/or exceed the district's immediate and long-term goals and objectives including, but not limited to:

- Route Development Milestones – Work with district staff to determine key deliverables and deadlines to create and prepare routes for a transportation consultation.
- Define the Routing Strategy– Determine key personnel and resources needed to complete a comprehensive review of the Mountain View-Whisman's transportation system.
- Data Review and Prep – What is working and is not working current routes. Review and data gathering of load counts for each bus run in the analysis
- Prepare Routes for 23-24 School Year – Obtain access to Transfinder and provide actual results that can be used for the 23-24 school year.

By working collaboratively with the SBL team of experienced consultants—utilizing proven methodologies and industry best practices throughout the analysis, design, and implementation of the project— Mountain View- Whisman School District will see improved service and safety for families and schools.

Our proposed approach will be flexible, rich, and provide a plan that the Mountain View- Whisman School District can implement. Our focus on student safety and efficiency will be our number one priority. Below, you will find a brief overview of School Bus Logistics.

2.1 Why School Bus Logistics, LLC

Based in Denver, CO with regional offices in New York, Indiana, Florida, Illinois and Texas, School Bus Logistics delivers route planning solutions, route efficiencies, boundary analysis, route optimization, bell schedule analysis, and fleet utilization studies. Rob Jacobus brings more than 21 years of school district transportation leadership and proven operations efficiencies to SBL. Throughout his years as a president & CEO, he has gone into several school districts and found ways to improve student safety and service while reducing transportation budgets to help districts save money. Our solutions tackle key issues pertaining to ways to improve the efficiency and cost effectiveness of the student transportation services delivery for the Mountain View- Whisman community of schools.

School Bus Logistics is an Organization of Professional Consultants Who:

- Have proven track records to improve student safety and efficiency
- Know how to reduce overall routes and implement savings to districts
- Offer ways to improve communication with schools, drivers, and families
- Deliver results for bell changes and support the execution of the new routes
- Experts in managing school start support plans and deliverables
- Find and present ways to address our country's national school bus driver shortage

At SBL, we are committed to our client's success and empower them with a plan to help realize savings and improve student safety and service. We have helped hundreds of school districts around the country save thousands of dollars by evaluating and proposing new route plans.



3.0 SCOPE OF SERVICES

3.1 Solution Overview

SBL will provide transportation consultation of Mountain View- Whisman's transportation services to identify potential cost savings. The school district desires to reduce costs where possible by evaluating the entire transportation's routes along with a bell time study.

School Bus Logistics will use current routes to analyze load counts, arrival, and departure times to determine if the district can reduce costs where possible. Data will be collected and used in a separate environment for analysis purposes. School Bus Logistics will perform actual work in Transfinder to provide a proof of concept. This will allow the district to use all or part of the recommendations.

3.2 Project Approach

3.2.1 Methodology

School Bus Logistics will provide a transportation consultant in the evaluation of bus operations and routing data. Use of Transfinder will be accessible to School Bus Logistics remotely and work performed will be completed to meet the school districts deadlines. Meetings and analysis work can be performed onsite as requested by the district.

School Bus Logistics will consult with district staff as necessary on considerations for any route changes proposed because of work performed. Offsite and onsite work will be performed to obtain actual results to local staff so that recommendations can be implemented as necessary by stakeholders for the 2023-24 school year.

3.2.2 Requirements and Planning

- **Assessment:** The initial phase of the project includes an engagement meeting with local staff. This phase involves a project manager conducting a thorough investigation of the project objectives, the current processes, policy practices and procedures, and any other desired outcomes. Artifacts that are generated from this phase include: milestones and deliverables, deadlines, and service delivery assessment to implement newly generated runs and routes along with any proposed bell changes.
- **Progress Meetings:** Weekly phone meetings will be held during the assessment with the local staff and stakeholders, if needed. Meetings will cover preliminary findings to ensure objectives are being met and if any new items need to be presented.



3.2.3 Project Requirements

3.2.3.1 Transportation Consultation

Deliverable 1 – Data Collection/ Review

- Obtain access to the district's Transfinder software
- Route assessment and review – Compile deliverables and key dates
- Review bell schedules, arrival/departure times at all schools (in and out of district)
- Obtain load counts from drivers by stop for each bus run at all schools
- Review transportation policies and procedures- specifically max ride time for children
- Review scheduling and document current scheme
- Review and agree to supporting tools used for assessments
- Work towards a goal that fits the needs of the district and families by collaborating with district stakeholders to preserve the best possible outcomes

Deliverable 2 – Route Review & Optimization

- Obtain load counts by stop for each school from drivers- this will allow us to capture if seat space is available to consolidate bus runs to reduce any routes
- Document arrival and departure times of routes to each school being serviced by the district.
- Document allowable ride times and times needed between schools for routing windows- this allows us to know if we have additional time to pick up more stops for each bus run
- Determine if routes are stacked as best as they can
- Overlay routes by school to determine if routes are optimized as best as possible.
- Use Transfinder resource scheduler to re-stack routes to determine if overall routes can be reduced

Deliverable 3 – Bell Time Study

- Document arrival and departure times of routes to each school in and out district
- Analyze school bell times that can meet the goals of the district and community.
- Work with district staff to determine 3 bell time scenarios to perform analysis.
- Document allowable ride times and times needed between schools for routing windows
- Use Resource Scheduler in Transfinder to create actual route packages for school district to review and approve.
- Determine the best ideal time between bell times for transportation service windows

Deliverable 4 – Summary Report\ Present Solution

- Present and review a summary report of findings and recommendations.



Deliverable 5 – Annual Support (optional)

- Transfinder software training on-line or on-site as needed
- Software implementation set up services as needed
- Extra help with routing students as needed
- School Start Support- routes for 1st day of school
- Data Cleanup and support for 1st day of school
- ESY route setup support



4.0 PRICE & FEE SCHEDULE

4.1 Transportation Consultation & Support Fees

Deliverable	Estimated Hours	SBL Resource	Fees
1. Data Collection & Review	8 x \$210	Rod Sturgeon	\$1,680
2. Route Review	40 x \$210	Rod Sturgeon	\$8,400
3. Bell Time Study x3 scenarios	40 x \$210	Barb Reyes	\$8,400
4. Summary Report/Solution	8 x \$210	Megan Snair	\$1,680
5. Annual Support (12 months)	TBD	Melissa Western	TBD
TOTALS	96 x \$210		\$20,160

Table 1 – Transportation Consultation & Support Fees



5.0 THE TEAM

5.1 Robert Jacobus

Founder and owner- Denver, CO

Before founding School Bus Logistics (SBL), Rob worked for National Express Corporation, which supports Durham School Services in the U.S. and Stock Transportation in Canada. While there he quickly moved up from coordinator to director of route logistics. His past routing experience also includes serving first as a training and implementation specialist and then as a regional account manager for Versatrans Solutions, Inc., the leading provider of transportation routing and planning software and services in the K–12 industry.

While building the reputation of SBL, Rob spent two years as director of the fourth largest school bus contractor in North America, North America Central School Bus, where he oversaw the successful startup of 12 new school districts in the 2011–2012 school year, eliminated more than 947 daily deadhead route miles from the company’s bus lots, reduced more than 40 time and labor hours per week for route packages, and performed a boundary study analysis for a school district in Illinois.

Rob graduated with a B.A. in geography from State University of New York at Plattsburgh in 1997; he earned minors in planning and in computer mapping. In 2009, he completed a 15-week MBA primer course at DePaul University in Chicago. Rob is a member of the Colorado State Association of Pupil Transportation (CSPTA), the California Association of School Transportation Officials (CASTO) and the National Association of Pupil Transportation (NAPT). He also holds official Train the Trainer certification from Tyler Technologies in Latham, N.Y.

5.2 Megan Snair

Director of Route Logistics- Accord, NY

Megan brings 20 years’ experience in school bus transportation and logistics to the SBL team. Megan has worked with over 100 school districts nationwide in her career. She is well versed in route efficiencies, software training and implementation, project management, bell time analysis, redistricting, and route management. As an expert in Versatrans RP-as a user and trainer-she is well respected in the industry. She started her school bus transportation career at Versatrans Solutions, Inc. in 1999 as an Implementation & Training Specialist and later becoming their Training Coordinator. Megan spent the last 11 years as a Route Logistics Specialist for National Express LLC.

In addition to her professional achievements, she also serves as a member of the Rondout Valley Central School District Board of Education where she continues to gain experience with school budgets and the issues many districts face. She is the chair of the districts Wellness Committee as well as a board representative for the Curriculum Committee. She has also sat on Policy and held positions such as President and Vice Presidents of their schools PTA.

Megan graduated with a B.S. in Environmental Science from the State University of New York at Plattsburgh in 1997 earning minors in Planning and GIS.



5.3 Douglas Carter

Transportation Consultant- Chester, NY

Mr. Carter started his career in the pupil transportation industry as an administrator assistant at the Ramapo Central School District located in south-central New York. He started directing a transportation department in 1994 at the Southern Westchester BOCES where he was responsible for a \$4 million transportation budget. Doug gained most of his industry experience managing a transportation budget of \$35 million for Yonkers Public Schools where he overseen private contractors with a staff of over 500 transportation staff.

Doug also has supported School Bus Logistics in a few consulting engagements around the country, Orange County pre-school program and Monroe County Community School District located in Bloomington, IN where he did an evaluation of both transportation systems.

Doug holds certifications from the NYS School District Administrator, NYS School Bus Driver Instructor #02-014, NYS ASBO registered School Business Office Specialist (Transportation), NYAPT Certified School Transportation Professional.

Doug also holds training certifications for the NYS ASBO training certificates in fiscal affairs, support services, payroll, and district clerk duties. Transfinder University Transportation Management, Reasonable Suspicion, Accident investigation.

5.4 Jim Bergeron

Route Logistics Manager- Chicago, IL

As an experienced operations manager and router with more than 15 years of information systems as a project lead, developer and business analyst, Jim makes an invaluable contribution to the School Bus Logistics (SBL) team.

Jim's experience in the school bus industry dates back to 2009, when he began working for Mount Prospect School District/ Grand Prairie Transit, as a Driver Trainer. He then worked for Illinois Central School Bus Company, where he held the positions of Routing and Scheduling Manager overseeing daily routes for four local school districts in the St. Charles, Illinois area. Also, he has held key positions at Durham School Services as Operations Supervisor and now, at School Bus Logistics.

Jim graduated in 1988 with a B.S. in Computer Information Systems from DeVry University, Chicago.



5.5 Melissa Western

Route Logistics Manager- Fort Worth, TX

Melissa Western has 11 years of experience in the pupil transportation industry, all with the Douglas County School District (DCSD) in Castle Rock, Colorado. When she left DCSD at the end of the 2017 school year, Melissa was Lead Transportation Scheduling Coordinator with responsibility to assign, coordinate and oversees all transportation operation services including special education, general education, and activity/field trips and routes. Her duties also included evaluation and reporting of metrics for bus safety, bus capacity, utilization, and on-time service for 250+ routes. At other times in her pupil transportation career Melissa has served as a liaison to the terminals, schools and community to provide positive customer service regarding bus routes, schedules and stops, provided mentoring and training of transportation and district staff for new software programs, and ensured that route schedules complied with union contracts.

Melissa holds an official Routefinder Pro Certificate from Transfinder and has been proficient in the software since 2015

5.6 Barb Reyes

Routing Consultant- Denver, CO

With more than 20 years in the industry, Barb brings a working knowledge of driver needs as well as expertise in routing, operations, and logistics. During her time at Littleton Public Schools, she developed and oversaw routing for more than 7,500 students and 26 in-district sites as well as numerous out-of-district sites. She is well versed in the requirements of keeping bussing operating efficiently while focusing on safety and the needs of students and their families. She is highly proficient in Versatrans routing software as well as other leading routing technologies

5.7 Rod Sturgeon

Routing Consultant- Merrillville, IN

Rod has served various communities through work in the transportation industry for more than 30 years. Fourteen of those years focused on school bus transportation, logistics, and operations. During his time working with more than 130 school districts across the nation, he has handled route studies, software implementation and training, route efficiencies and management, as well as overarching support. Rod is highly proficient in Versatrans Routing and Planning software.



5.8 Dawn Smith

Route Logistics Analyst- Yorkville, IL

With more than 23 years working in pupil transportation, Dawn has worked in numerous facets of the industry. Starting as a bus driver, she moved into positions as a contract manager and then district director of transportation. For the past 11 years, Dawn has served as an Illinois State Board of Education instructor for bus drivers throughout the area.



6.0 REFERENCES

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7.0 RECENT PROJECTS

Jefferson County Public Schools, CO

TASK: ROUTE EFFICIENCIES AND BELL STUDY

- Evaluated load counts and reduced 90 bus runs from the 1,585 total
- Proposed new bell schedules for 156 schools to bring secondary students in later
- Reduced 15 routes from 257 routes as a result of bell time changes

Boulder Valley School District, CO

TASK: ROUTE EFFICIENCIES AND BELL STUDY

- Standardized school day bell schedules
- Presented a neutral transportation cost to move bell schedules for elementary and middle schools
- Resolved late running buses into high schools in the afternoons

Cumberland School Department, RI

TASK: BELL TIME STUDY

- Provided onsite school board presentation for bell time study results
- Durham School Services provided bus service

New Canaan Public Schools, CT

TASK: BELL TIME STUDY

- Validated district outcomes to add routes for later school start for high school students
- Onsite school board presentation

Widefield School District 3, CO

TASK: COVID-19 ROUTING OPTIONS

- Worked with stakeholders to provide hybrid options impacting transportation
- Produced improved results

Holyoke Public Schools, MA

TASK: ROUTE SUPPORT

- Durham School Services provides bus contract
- Annual school start support

Douglas County Schools, CO

TASK: COVID-19 DRIVER SHORTAGES

- Reduced 26 routes from three bus terminals
- Increased walk zone limits and removed 3,550 students from routes

Barrow County School System, GA

TASK: NEW HIGH SCHOOL AND BELL TIME STUDY

- Used Versatrans RP to add district-wide high school
- Worked with stakeholders to propose a bell time change for high school students
- Identified gaps and proposed best practices to transportation department

Lewisville Independent School District, TX

TASK: NEW ROUTE MANAGEMENT SERVICES CLIENT

- New startup client with North America Central School Bus Company, 20-21 school year
- Removed virtual students from routes and only routing in-person for 2-a-seat per bus
- Built in cleaning times and extra loading/unloading at schools
- Worked with district to change bell times at last minute to lengthen the day to meet COVID-19 needs

San Juan Unified School District, CA

TASK: BELL TIME STUDY

- Created new routes to allow middle schools to start after 8am and high schools after 8:30am

Lake Washington School District, WA

TASK: COVID-19 ROUTING OPTIONS/TRAINING

- Worked with routers to re-route students to five days a week with less drivers
- Provided support to pair new route packages
- Provided Versatrans software training

Howland Local School District, OH

TASK: RECONFIGURED GRADES K-5 AT SCHOOLS TO NEW GRADE CENTERS

- Provided proof of concept and re-routed schools to new grade centers
- Moved all 5th graders to middle school and re-routed
- Created new routes for Pk-K
- Created new routes for grades 1-2
- Created new routes for grades 3-4



Niagara Falls City School District, NY

TASK: SCHOOL BUILDING GRADE RE-CONFIGURATION

- Re-created routes for schools with new grade centers
- Adjusted walk zones for eight elementary schools from one-and-a-half miles to three-quarters

Montgomery Township Public Schools, NJ

TASK: BELL TIME STUDY

- Maintained a three-tier bus schedule and altered the high school bell time to a later start

Duneland School Corp, IN

TASK: SHIFTED BELL SCHEDULES AND RECONFIGURED ROUTES TO REMOVE SHUTTLES AT ALL SCHOOLS

- Created first tier of routes for high school and middle school
- Created second tier of routes for intermediate and elementary schools
- Used proposed bell times provided by the district to allow time between tiers

Aurora Public Schools, CO

TASK: MAGNET SCHOOLS FIVE-YEAR TRANSPORTATION PLAN

- Provide transportation impact analysis to roll out a five-year plan for district-wide magnet schools
- Designed and created a transportation plan for any child to attend any magnet school in the district

Kankakee School District 111, IL

TASK: COVID-19 ROUTING

- Current customer of SBL
- Used Versatrans RP to design and implement for the 20-21 school year COVID-19 routing
- Worked with bus company and district to implement student bus schedules for various schedules

Darien Public Schools, CT

TASK: EFFICIENCIES AND WALK ZONE REVIEW

- First Student was current bus contractor
- Policy review and recommendations
- Walk boundary review
- Compared surrounding district policies and procedures
- Bus utilization review

Fremont Unified School District, CA

TASK: BELL TIME STUDY

- Created new routes to allow middle schools to start after 8am and high schools after 8:30am

Mesa County Valley School District, CO

TASK: WALK ZONE ANALYSIS

- Adjusted middle and high school walk zones from three miles down to two
- Adjusted elementary walk zones from two miles down to one
- Route efficiency review to reduce routes by evaluating load counts

Metropolitan School District of Washington Township, IN

TASK: ROUTE EFFICIENCIES AND BELL TIME STUDY

- Performed six scenarios of bell time options
- Reroute all schools for efficiencies
- Provide school start support for the 2022-23 year

Monroe County Community School Corporation, IN

TASK: ROUTE EFFICIENCIES AND BELL TIME STUDY

- Performed two scenarios of bell time options
- Reroute all schools for efficiencies
- Provide school start support for the 2022-23 year

Leander Independent School District, TX

TASK: ROUTE EFFICIENCIES AND BELL TIME STUDY

- Performed two scenarios of bell time options
- Reroute schools for efficiencies

Guilford County Schools, NC

TASK: ROUTE EFFICIENCIES AND SOFTWARE IMPLEMENTATION

- Reviewed routes for efficiencies
- Provided consulting services to review routing department
- Supported the implementation of new routing software: Bus Planner

East Ramapo Central School District, NY

TASK: TRANSPORTATION CONSULTING

- Provided transportation consulting services impacted by driver shortage
- Versatrans routing services

McHenry School District 15, IL

TASK: ROUTE EFFICIENCIES AND BELL TIME STUDY

- Performed four scenarios of bell time options
- Reroute schools for efficiencies



8.0 CASE STUDIES



Providing High School Students with the Sleep They Require



Students, families, teachers, and drivers were given consistent bell times—and the district was given substantial savings.

The Challenge

Jefferson County Public Schools needed to schedule school days to provide adequate sleep to students by starting middle school after 8:00am and high school after 8:30. They also wanted to standardize the length of school days across 156 schools with 110 start and end times—and four bus terminals. These were changes that would not only affect students and their families, but also the transportation staff and teachers.

The current operations of the schools included days ranging from six to seven hours for students. Some teachers were given teacher planning time, or Professional Learning (PLC), in addition to the school day. However, not all schools were offering early out or late start times in order to allow this extra time, something JeffCo wanted to remedy.

Our Approach

School Bus Logistics (SBL) was brought on to re-optimize runs at schools by using load counts through RouteFinder Pro from Transfinder. The team created new bus schedules according to proposed new bell schedules.

By creating a copy of the district's existing Transfinder routing system, SBL was able to show the changes and prove the viability of the resulting routes.

CONTACT US TODAY!
SchoolBusLogistics.com

303-518-3148
SALES@SCHOOLBUSLOGISTICS.COM





CLIENT
Jefferson County
Public Schools

LOCATION
Colorado

TIME FRAME
June 2019

SCHOOL OVERVIEW

Jeffco Public Schools has been providing educational excellence since 1950. Approximately 9 percent* of all the K-12 students in Colorado attend a Jeffco School.

Their mission is to provide a quality education that prepares all children for a successful future.

TOTAL ENROLLED
84,048 (2019–20 school year)

TOTAL BUS ROUTES
257

TOTAL SCHOOLS SERVICED
156

BUS YARDS
4

The Outcome

Once implemented, JeffCo was able to cut 90 of their bus runs thanks to the analysis of load counts. This also eliminated 16 bus routes from two of the four terminals, a savings to the district of \$1,040,000.

The district's instructional minutes were standardized for elementary, middle and high school students. Thanks to this standardization, teachers were also provided with one early out day allowing them time for PLC.

Schools were aligned with the same start and end times. This gives students optimal sleep times that work best with their needs at different ages.

About School Bus Logistics

A business partner of the Colorado State Pupil Transportation Association with more than 30 years of combined routing software and operations experience, School Bus Logistics is a Denver-based business that provides consulting and support to school districts and bussing contract companies. By accurately and efficiently eliminating the challenges of pupil transportation, we can put money back into the hands of school districts and, ultimately, back into the communities they serve.



CONTACT US TODAY!
SchoolBusLogistics.com

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Meeting parent needs and exceeding client expectations.

Re-implementing routes and adding new ones leads to efficiencies and increased service.

CLIENT
Valley Opportunity Council

LOCATION
Chicopee, Massachusetts

TIME FRAME
October 2017

"We struggled for years with adding and removing children from our routes all while satisfying our parents needs. Robert and his team quickly reduced the number of vans on the road, reducing our cost, with far fewer complaints from parents—all remotely from Colorado."

Stephen Huntley
EXECUTIVE DIRECTOR
VALLEY OPPORTUNITY COUNCIL, INC.
CHICOPEE, MA

REDUCED ROUTES BY

17%

The Situation

Like many school districts, VOC was also facing the challenges of varying constraints in meeting pickup and drop off times for the families they serve. Because parents often have limited pickup windows in order to be at work at the designated times, their young child might need to be picked up before 7am and not dropped off until after 4pm when someone is home to receive them.

Other constraints that needed to be taken into consideration were:

- Unable to exceed a 45 minute ride time for some children
- Not being able to accommodate every parent request for specific pickup times

Our Approach

School Bus Logistics (SBL) determined that VOC needed Transfinder's Routefinder Pro routing software in order to most effectively keep track of ride times and the max capacity of vans. Through Route Management Services, a dedicated SBL Route Logistics Manager provided consistent customer service and communication during a re-implementation of current routes in addition to rolling out new routes by zones and regions. SBL also introduced a set schedule of days to provide routing—such as Tuesday and Thursday—so there's a regular system for the full team.

The Outcome

Within two months, SBL found ways to resolve more of the parent scheduling issues than VOC had been able to while reducing two van routes. Because of these efficiencies, VOC has been able to increase van service for families and, therefore, improve their bottom line. The solution also met the need to keep all ride times to 45 minutes or less.

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CONTACT US TODAY TO OPTIMIZE ROUTES WHILE MEETING REQUIREMENTS.



CONTACT US TODAY!
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9.0 REFERENCE LETTERS

DARIEN PUBLIC SCHOOLS

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December 16, 2020

Mr. Robert Jacobus
President & CEO
School Bus Logistics

Dear Robert:

I want to take this opportunity to express my appreciation and to commend School Bus Logistics for their outstanding work. School Bus Logistics recently completed an evaluation and analysis of the Darien Public Schools walk radius for our student transportation. After issuing a request for proposal, School Bus Logistics stood out as the obvious choice and your work, communication and presentation clearly proved us correct.

Your comprehensive analysis including peer district policies, load counts, review of routes, bus capacity, hazard zones and potential options for our Administration as well as our Board of Education to consider has proven to be immensely valuable. You were able to present to our Board of Education in a clear, concise and informative manner, which was found to be incredibly valuable in providing a better understanding of our current transportation policy but also options for the future and the financial and operation impacts those decisions would have.

I found working with you of great value and truly appreciate the hard work you and your team put into our analysis. I would strongly recommend your company to any district looking for an evaluation of their transportation needs, practices and policies. Please feel free to use this letter and also my contact information for any prospective client who would like a reference.

Sincerely,



Richard Rudl
Director of Finance & Operations
Darien Public Schools





**FREMONT UNIFIED
SCHOOL DISTRICT**

4210 Technology Drive
P.O. Box 5008
Fremont, CA 94538
(510) 657-2350

November 13, 2020

To Whom It May Concern:

Fremont Unified School District (FUSD) contracted with School Bus Logistics and Robert Jacobus to assist us with all of our routing and planning logistical needs. This included training staff on routing and planning software, assisting with school start up for both fall and summer schedules, routing and planning support as needed throughout the school year, assistance with bell schedule changes, and providing recommendations to help our routing and planning run more efficiently.

I have been in school business since 1997 as the Director of Transportation for multiple school districts (one small district and three large districts). I cannot stress enough the importance of a strong logistic support system to make transportation successful. During my time as a department leader, I have coordinated implementation of routing and planning software at each district. Our largest failures came from the lack of proper support and training on the software programs. Each of the districts that implemented new software paid for initial software training provided by the manufacturers. Although those manufacturers suggested that their training would make us successful users, it is my experience that additional support and training were necessary. Many of those companies had customer support hotlines, but assistance was not always available immediately. Unfortunately, it is common to wait for callbacks regarding issues for up to an entire day in some cases.

In 2016, FUSD implemented a new routing program under my leadership. Like all other implementations of new routing and planning software, we received the typical couple of days of training from the manufacturer. In addition, FUSD contracted with School Bus Logistics to continue in-depth training and support. Never in my 23 years as a Transportation Director have I seen such a successful implementation of new routing and planning software. I know that this was because we made the decision to utilize School Bus Logistics as our support and training team. This was the best investment we made in our purchase.

Over the past four years, we have continued to work with Robert Jacobus and School Bus Logistics and could not be happier with all of their services and support.

I am confident that utilizing School Bus Logistics as the support team for your routing and planning needs is the right choice for your school district.

Board of Education
Desrie Campbell
Larry Sweeney
Ann Crosbie
Dianne Jones
Michele Berke, Ph.D.

Superintendent
CJ Cammack
(510) 659-2542

Associate Superintendent
Marcus Battle
(510) 659-2572

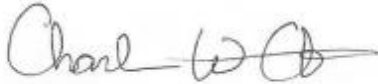
Assistant Superintendent, Instruction
Leticia Salinas
(510) 659-2583

Assistant Superintendent, Human Resources
Raúl M. Zamora, Ed.D.
(510) 659-2556



Feel free to call me at 559-765-9141 if you have any questions or would like additional information about Robert Jacobus and his team at School Bus Logistics.

Sincerely,

A handwritten signature in black ink that reads "Charlie Ott" with a stylized flourish at the end.

Charlie Ott
Director of Transportation
Fremont Unified School District

